

## Message Text

UNCLASSIFIED

PAGE 01 LAGOS 11098 071409Z  
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----000764 080504Z /12

R 071250Z SEP 78  
FM AMEMBASSY LAGOS  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 410  
AMCONSUL KADUNA  
AMEMBASSY KHARTOUM

UNCLAS LAGOS 11098

FOR SAD FROM CHRISTENSON

E.O. 11652: N/A  
TAGS: BEXP, NI, SU  
SUBJECT: CHICAGO AUTOMOTIVE EXPORTERS IOGA

1. EXCELLENT SUPPORT GIVEN A.O. CHRISTENSON DESPITE  
HEAVY TRADE MISSION WORKLOAD BEING PLACED ON E/C SECTION.

2. ARRANGEMENTS MADE FOR MISSION ARE AS FOLLOWS:

A. ARRIVE 8:15 P.M. SEPTEMBER 30 LUFTHANSA FLIGHT 560.  
MET BY CONTROL OFFICER KEN DAVIS, EXPEDITOR AND EMBASSY  
VEHICLES.

B. HOTEL ACCOMMODATIONS AT EKO HOLIDAY INN FOR EIGHT  
PERSONS GUARANTEED BY EMBASSY ON THE BASIS OF MISSION  
FUNDS. MISSION MEMBERS WILL PAY THEIR OWN BILLS, AND  
CHECKS WILL BE RETURNED BY MAIL THROUGH A.O. CHRISTENSON  
IN WASHINGTON. EKO HOLIDAY INN WILL ACCEPT AMERICAN  
EXPRESS CREDIT CARDS.

3. ON SUNDAY, OCTOBER 1, WILL BE A LATE MORNING  
TOUR OF LAGOS PORT FACILITIES. OCTOBER 2, A NIGERIAN  
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NATIONAL HOLIDAY, MORNING WILL BE FREE. LATE AFTER-  
NOON BRIEFING OF MISSION BY ECONOMIC OFFICER KEN  
DAVIS, FIRST NATIONAL BANK OF CHICAGO OFFICER, AND  
U.S. SHIPPING LINE REPRESENTATIVE WILL ANSWER MANY  
OF MEMBERS' QUESTIONS ABOUT NIGERIAN MARKETING  
TECHNIQUES. EVENING, OCTOBER 2, RECEPTION AT  
AMBASSADOR'S RESIDENCE.

4. OCTOBER 3-5 - INDIVIDUAL APPOINTMENTS FOR MISSION MEMBERS IN EPE ROOM, EKO HOLIDAY INN. ROOM WILL BE SET UP WITH SIX TABLES FOR MEMBERS. NO SCREENS OR OTHER PARTITIONS ARE AVAILABLE BUT ARRANGEMENT OF ROOM ALLOWS PRIVACY FOR INDIVIDUAL NEGOTIATIONS.

5. OCTOBER 6 - FREE FOR FOLLOW UP CALLS.

6. OCTOBER 7 - DEPART LAGOS 1500 HOURS ON WT 774.

7. PUBLICITY - ADVERTISEMENTS WILL BE RUN IN LOCAL PAPERS. SELECTIVE MAILINGS TO EMBASSY LIST OF POTENTIAL BUYERS WILL BE USED. KEY MAN CALLS BY PR CONTRACTOR WILL BE MADE ON THOSE FIRMS IDENTIFIED AS PRIME POTENTIAL CUSTOMERS FROM WHOLESALE AND RETAIL TRADE AND MAJOR END USERS. WHILE EVERY EFFORT WILL BE MADE TO ATTRACT APPOINTMENTS TO THE BUSINESS INFORMATION CENTER, SOME CALLS MAY HAVE TO BE MADE ON GOVERNMENT OFFICIALS AND SOME MAJOR CUSTOMERS.

8. INFORMATION ON ARRANGEMENTS IN KANO WILL BE IN SEPTTEL. BUDGET CABLE FOLLOWS.

LEWIS

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NNN

## Message Attributes

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**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 jan 1960  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014